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INFORMATION REPORT

PREPARED AND DISSEMINATED BY

CENTRAL INTELLIGENCE AGENCY

COUNTRY

South Africa

25X1A

SUBJECT

Price Quotation on Benzene Hexachloride/
New Packaging

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SUPPLEMENT TO REPORT #

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1. In a letter dated 27 Jan 55 from DH West, Sales Manager, Klipfontein Organic Products Corporation, PO/Pk Chloorkop, Johannesburg, South Africa, he enclosed a copy of their latest export price list showing that prices have been considerably reduced since mid-Jul 54. In connection with the list, [REDACTED], in the case of Benzene Hexachloride Technical 12-15% gamma and 30% gamma strength, the prices quoted are for 10-ton lots only. Mr West explains that his firm enjoys a special low rail tariff for 10-ton quantities, but if anyone requires lesser quantities there is an additional railrage charge per ton of £ 5.10 on one-to three-ton lots and £4.10 on four-to nine-ton lots. The price list is quoted:

"Export Price List - 26 Jan 55

Benzene Hexachloride Technical and Formulations

All Prices CIF Any Major World Port
(Not Including Any Transshipments)

Product	Per Metric Ton	Prices	Per Long Ton
*Code: KOPTECK. BHC Technical 12%-15% gamma isomer. Galvanized drum: 140-lbs or 62.5 kilos	£ 84.10. --		£ 86. --. --
*Code: XKOP. BHC Technical 30% gamma isomer. Galvanized drum: 140-lbs or 62.5 kilos	£216.10 --		£220. --. --
Code: KOPWET. 'Superfine' 50% BHC Wettable Powders: Galvanized drum: 112-lbs or 50 kilos			
KOPWET 12% gamma isomer	£133. --. --		£135. --. --
KOPWET 10% gamma isomer	£115.10. --		£117.10. --

*10 ton lots only.

JUN 21 1955

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<u>Products</u>	<u>Per Metric Ton</u>	<u>Prices</u> <u>Per Long Ton</u>
<u>KOPWET (Continued)</u>		
<u>KOPWET 7% gamma isomer</u>	L 91. -- --	L 92.10. --
<u>KOPWET 6 1/2% gamma isomer</u>	L 87.10. --	L 89. -- --
<u>KOPWET 6% gamma isomer</u>	L 84.10. --	L 85.10. --
<u>Code: KOPDUST.</u>		
<u>50% BHC Dusts:</u>		
<u>Galvanized drum: 112-lbs</u>		
<u>or 50 kilos</u>		
<u>KOPDUST 12% gamma isomer</u>	L123. -- --	L125. -- --
<u>KOPDUST 10% gamma isomer</u>	L105.10. --	L107. -- --
<u>KOPDUST 7% gamma isomer</u>	L 81. -- --	L 82.10. --
<u>KOPDUST 6% gamma isomer</u>	L 74. -- --	L 75. -- --
<u>KOPDUST 3% gamma isomer</u>	L 64. -- --	L 65. -- --

"Prices will be quoted on request for any variations from above formulations. Samples of any formulations will be sent on request.

"Payment: By established Irrevocable Letter of Credit at sight in South African currency against documents in favor of Klipfontein Organic Products Corporation with Volkskas Bank of South Africa Limited, Kempton Park, Transvaal, South Africa. This will entitle purchaser to a cash discount of 2 1/2%.

"Contents: Certified gamma content determined by chromatographic analysis.

"Diluents: The diluent for wettable powder is specially selected clay: for dusts the diluents may be either a high grade talc or clay; talc will be used unless clay is specifically requested.

"* 10 ton lots only."

2. Mr. West further said that his firm was experimenting with an export bag packing consisting of a hessian outer with a paper inner, which travels very well on the railways throughout South Africa with Klipfontein insecticides. As soon as this new packing is developed, we intend to approach the shipping companies and ask them to accept this type of package for the export market. Mr West said that the introduction of this new packing would mean a reduction of approximately L 8 per ton on the cost of the products mentioned in the above price list, which they would pass on to their clients.

-end-

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